

BARCLAYS BANK BUSINESS CLUB DELEGATION PROFILES - CONSTRUCTION INDUSTRY
August 9-18, 2010, Miami, Florida & New York, NY

Company Name	Company Profile	Buying Interests (Business Objectives)	Channel of Distribution (e.g. Agent, Distributor, etc.)	Specific Products Looking for on the Trip
Kahore Tyres	Kahore Tyre's principle business is the distribution of automobile tires. The company has currently 12 full-time employees and has several investments in real estate.	Construction equipment, evaluate the construction market.	For business use	Compressors
Asten Traders Ltd.	Asten traders Ltd. is reaching 12 years in operation this year, its prinipal business is in distribution of cement. The company's annual turnover is four million.	Construction equipment	Distributor	Used Caterpillar construction equipment and trucks.
Match Electricals	Incorporated in 1997, Match Electricals main business is electromechanical works. With 20 permanent employees and at any one time between 30-100 on contract, the company's annual turnover averages USD 1.5 million.	Construction equipment and building technologies	For business use	20-30 ton crane with 30 meters or more boom reach; 10 bars and above compressors; underground microtunneling rockets/ drills; low cost housing technology.
Sortmaster Properties Ltd.	Sortmaster Properties is a property management, land buying and selling, valuation, and development firm. The company currently has 25 employees.	Used construction equipment.	Distributor	Used caterpillars and compressors.
Tawam General Merchants	13 years in operation since 1997 and with 15 employees and an annual turnover of Kshs. 2 million Tawam General Merchants main business is construction of power lines, supply of metal pipes, valves and connectors to public water companies. The company also owns 10 rental houses in Nairobi.	Construction equipment	For business use	Pneumatic jack hammer for breaking concrete, auger bits to drill holes through wooden poles and connectors of various configurations for galvanized pipe in 3/4", 2" and 4" diameters, air compressor.

Afrifresh Conveyors Ltd. / Heritage Investments Ltd.	Afrifresh was incorporated in 2004 and its main business is clearing and forwarding and importation of motor vehicles and machineries. With 9 employees the company reports an annual turnover is Kshs. 30 million. Heritage Investments line of business is in transport and communication sectors and has been in operation since 2005. The company has 30 employees and an annual turnover of Kshs. 35 million.	Building technologies and construction equipment	For business use	Concrete mixers; vibrators; graders; excavators; wheel loaders; compressors.
Three Unit Investment Co. Ltd.	Established in 2003, Three Unit Investments deals in residential, letting, construction, repairs and property management. The company has 30 employees and an annual turnover of Kshs. 10 million.	Construction equipment and visiting of construction sites	For business use	Used Caterpillars and drilling machines for water wells.
Minus Investments	Minus Investments has been in operation for the last 3 years. With 7 employees and an annual turnover of Kshs. 800,000 its main line of business is in low-cost housing construction.	Construction equipment	For personal use	Caterpillar machines, diesel powered concrete mixer.
Petreshah General Suppliers	Petreshah General Suppliers has been in operation for 20 years. The company mainly deals in new and used construction equipments and has an annual turnover of Kshs. 40 million.	Construction machinery	Distributor	Caterpillar made machinery of excavators; bulldozers; motor graders; loaders (shovels)
Modern Distributors Ltd.	Registered in 1991, Modern Distributors main line of business is distribution of petroleum products and transportation of fuel and dry cargo in Kenya.	Construction equipment	For business use	Earth moving machines like caterpillar D40 and graders.
Hardy Projects Ltd	Started in 2002, Hardy Projects has an annual turnover of Kshs. 50 million. With 12 permanent and 120 contractual employees, has been in operation for 8 years and is mainly in the construction sector	Used construction equipment and visit construction sites to see the technology in use	For business use	Scaffolding, hand tools; graders, excavators; hoists; cranes; power tools (hand held); compressors; shattering; props and propping systems; power cutters; sareed layers.

Geoscience Products and Services Ltd.	Geoscience Products and Services has been in operation for 16 years. The company currently has 89 employees and an annual turnover of USD 3 million. It is principle line of business is drilling boreholes, agriculture and construction.	Water drilling equipment, construction pumps	For business use	Used earth movers; graders; used drilling rig (Ingersol Rand T3W); compressor (ingersol Rand) XHD (900CFM 350PSI) (400 PSI 1300CFM); drilling hammer; used drilling rods.
Westwood Motor Mart	Registered in 2002, Westwood Motor Mart deals in new and used motor vehicles components and accessories and their importation for resale. The company has 4 employees. The owner is also a sales man and mechanic and also owns a restaurant in Karen Nairobi where he employs 15 full time.	Expand into construction from vehicles spare parts	Distributor	Used construction equipment and spare part back up.
Deep Blue Enterprises Ltd.	Deep Blue Enterprises is 15 years old and involved in sale of land and residential properties. The company's annual turnover is Kshs. 20,000,000 and employs 10 full time.	Construction equipment	For business use	Excavator; grader and roller/compactor within 1 year to build roads within subdivided property.
Resta General Suppliers Ltd.	Resta General Suppliers Ltd has been in operation for 17 years and employs 11 full-time. The services offered by the company are maintenance of equipment like generators, heavy machinery and sale of spare parts.	Construction equipment	For business use	Generators and spare parts; water pump and caterpillar D6; truck shavel.
Temma Wholesalers	Temma Wholesalers has been operating for 23 years and has 30 employees. The company's annual turnover is Kshs. 60 million and is involved in the construction business.	Construction equipment	For business use	Vibrator and concrete mixers.
Farmers World Ltd.	Farmers World began operations in 1993. With 61 members of staff and an annual turnover with 450 million ksh, they with agrochemicals, fertilizers, real estate developments, hospitality industry	Construction equipment	For business use	Used construction equipment.
New Maintenance Ltd.	In operation for 20 years, with 30 employees, mainly involved in leasing of property and construction	Construction equipment	For business use	Used Caterpillar D40; new X-ray machines and compressors.

Kimende Vegetax Services Store/ Sweet Meal Commodities / Super Shelters	Kimende Vegetax was established in 1968. With 20 full time employees and an annual turnover of Kshs. 20,000,000 the group of companies deals in dry food, cereal and all types of flours. , Sweet Meal Commodities is managed by the wife and was established in 2004 and is basically for milling and Super shelters which is basically for their real estate business with 3 employees and 24 flats for rent.	Construction equipment	For business use	Used caterpillar and graders; concrete mixer; lifting solutions.
Vineyard Properties Ltd.	Vineyard Properties was established in 2005 and currently enjoys a turnover of Kshs 50 million. The company deals in sales of plots and houses, and has 6 full time employees for its construction part of business and 5 in its property management division	Construction equipment	For business use	Construction operations/management software; used CAT wheel loaders; used concrete vibrators; concrete mixers; small gravel/soil compaction machine.
Kanchar Investments Ltd.	Kanchar investments has been in operation for 3 years. With 8 employees and an annual turnover of Kshs. 12 million the company is involved in real estate business.	Construction equipment	For business use	Used rollers; used Caterpillars.
Samuel Ogola Bonyo (SOBA)	A sole proprietor of the farm, it has been operating since 1992, he plants sugar cane farming and transportation and land preparation, he has 12 tractors and 8 trailers, employees are 100 casual with no permanent employee, annual turnover is about 10 million	Construction equipment	For business use	Caterpillar loading machines and equipment use for application in sugar cane operation; large loaders.
Diesel Care Ltd.	Established in 1985, Diesel Care specializes in building dams, tunnels and irrigator channels	Construction equipment	For business use	Excavators; 2 graders.
Junjo Commercial Agencies	Junjo Commercial Agencies was established in 1998 and has 12 full time employees and upto 50 casual labourers. Their main occupation is construction of roads and the firm has 2 contracts with the Nairobi City Council. The company uses bulldozers, graders, excavators, compactors and pavers in his business and they are of the CAT or Komatsu brand.	Construction equipment	For business use	Looking to purchase an excavator similar to a Komatsu GD 8050

Aberdare Steel & Hardware	Aberdare Steel and Hardware employs 18 full time & 25-30 casual laborers. With a turnover of Kshs. 20 million, the company sells steel products, pipe and fittings on a wholesale basis. The company also constructs buildings.	Construction equipment	For business use	Used construction equipment
Hyper cars Ltd.	Hyper Cars was established in 2003 and imports an average of 15-20 cars monthly and then resells them to consumers. The company has 14 full time employees.	Construction equipment	Resale (Agent)	Used construction equipment for leasing to contractors
Mofa enterprises	Mofa Enterprises was established in 2006 and owns 50 rental units in one building and manages a dozen buildings for other owners. The company employs 6 full time and some casual labourers for repair and maintainance.	Construction equipment	For business use	Used construction equipment
MAK Consulting Engineers	MAK Consulting Engineers was established in 1996 and provides engineering design and supervisory services in construction on behalf of the owner to contracted builders. The company has 7 full time employees and its clients are split between private and public employers including Kenyan parastatals, Ministries of Defense, Public Works and Housing and some of the private clients in Barclays and Co-operative Bank.	Construction equipment and construction site visits	For business use	Meet with Florida based mechanical and electrical engineering consulting firms and visiting construction work site in Miami
Comfort Gardens Hotel	Comfort Gardens Hotel was established in 2007. The hotel is based on a large family home with additional recent construction which serves the UN Mission just next to the U.S Embassy. The hotel has 20 rooms and has currently 12 full-time employees	Construction equipment	For business use	Used construction equipment
Lunar Credit Ltd. / Fana Investments Ltd.	Lunar Credit LTD was established in 1999 and has 13 stores around the country that sell white goods like refrigerators, electronics and other appliances. Most of the company's clients work for various arms of the Kenyan government including teachers. The company employs 75 full time with 3 accountants and they has a monthly payroll of ksh 1.2 million.	Construction equipment	For business use	Prospecting investment in construction beyond simply owning land but will purchase construction assets within the next 2 years

S.K Insurance Agency / New Tokyo Enterprises / Salva Enterprises	New Tokyo is a business that was established in 2001 and its main line of business is the sale of auto spares. Sava Enterprise is a stationery store and book shop managed by the wife and has 3 permanent employees. S.K. Insurance Agency has 2 employees, and insures against risks like fire, motor.	Construction equipment	Agent	Import spare parts for major construction equipment as part of his New Tokyo business he recently started.
Naku Modern Feeds	Naku Modern Feeds has 45 full time employees with Kshs. 35 million turnover. The business involves packaging and sale of animal feed requiring 8 trucks to deliver to customers.	Construction equipment	For business use	Used mini construction equipment and trucks
Scan Construction	Scan Construction was established in 2008. The firm is currently constructing an apartment building near a known university which it hopes will be occupied by students. The company has employed 4 full time.	Construction equipment	For business use	Researching options for the purchase of a used grader and excavator, but is unlikely to make an immediate purchase
Sivad Construction Ltd.	Sivad Construction was establised in 2001 and operates with government contracts. The company is currently building the Kenyan Vice President's house and employs about 100, mostly casual labourers.	Construction equipment	For business use	Excavator (back hoe) and a 10 ton vibrating compactor for flattening and compacting soil
Rockfields Building & Construction Ltd.	Rockfields Building and Construction Ltd was established in 2008. The company has existing construction contracts with the government and has received a loan offer from a Kenyan local bank for the purchase of additional equipment. The company has 15 full time employees.	Construction equipment	For business use	Entire range of used construction equipment
Scientific Instrument Services	Scientific Instrument Services was incorporated in 2005 and sells GPS and "TOTAL" stations to surveyors. It also sells services equipment manufactured by top companies like Topcon. The company has 3 full time employees.	Construction equipment	For business use	Second-hand optical and GPS devices used by surveyors
Kamuti Building Contractor Ltd.	Kamuti Building Contractors was established in 1996 and currently is working at 5 construction sites in Kenya. The company employs 30 full time employees.	Construction equipment	For business use	Used construction equipment

Gilberx Electro Services LTD	Gilberx Electro Services was established in 1999 and employs 20 full time. The company sells and provides service to electric power generators ranging from 3-1000 KVA, they sell CAT, Cummins and Perkins brands. The company's client are mainly banks.	Construction equipment	For business use	Alternate sources of power generators and spare parts
GET Properties	GET buys and resells land, it was established in 2004 and has many title deeds to confirm their holding, The company has 8 full time employees.	Construction equipment	For business use	Used construction equipment
Pick Spot Agencies (Pub and Restaurant)	Pick Spot Agencies was established in 1995, and sells small household and office electrical equipment. The company is run by 2 employees and also owns trucks which contract haulage services. The pub and restaurant have 6 employees.	Construction equipment	For business use	Used construction equipment but mainly business tourism
Great Five Insurance Brokers	Great Five Insurance Brokers was started in 2000 employs 13 full-time employees. The company sells medical, property and pension policies provided by 8 reputable companies (including Chartis, ICEA, Cooperative, Insurance and Jubilee).	Construction equipment	For business use	Used construction equipment
Kadoso Construction Company	Kadoso Construction Company is involved in exports of hand crafter products, mostly wood carvings bought locally from rural artisans that are sold mainly in Germany. The business has no formal employees.	Construction equipment	Distributor	Construction equipment
Kangaroo Brands Ltd.	Incorporated in 2000, Kangaroo Brands main business line is in leather care products. The business has 63 employees (37 permanent and 26 casuals) and an annual turnover of Kshs. 150 million. The company also manufactures shoe polish, shoe cream, leather dye, and suede cleaners.	Construction equipment	For business use	Compressors and generator, labeling machine that can triple his output from 50 containers per minute to 150.
Arms Insurance Agencies	Arms Insurance Agencies was established in 1991 and has 5 full time employees. This brokerage firm sells travel, medical, property & casualty products provided by insurers.	Construction equipment	For business use	Used construction equipment

Twin Towers & Ikeno Bar	Twin Towers imports used vehicles from Japan and places them with dealers for sale, has title deeds to a number of Kenyan properties as he rents out 22 flats in a building he owns in Nairobi. He also owns a bar.	Construction equipment	Resale (agent)	Used caterpillars and compressors. Also tourism travel.
Benken Agencies Kenya LTD	Started in 2008, Benken Agencies is in the business of selling agricultural chemicals. The company employs 12 full time who dispose of feminine napkins from the clients such as schools, training institutes and private offices.	Construction equipment	For business use	wants to purchase a small, industrial incinerator for disposal of hazardous waste
Tazama Motors LTD and Muzdalifa C&F LTD	Tazama Motors registered in 2007, has 4 employees and is an importer of motor vehicles. Tazama's annual turnover is Kshs. 15 million. Muzdalifa C&F LTD was registered in 2009 and its main business is freight clearing and forwarding. Its annual turnover is about Kshs. 3 million and has 4 full-time employees.	Construction equipment	Distributor	construction equipment, excavators, compressors and wheel loaders and assist Kenyan purchasers in clearing shipments from the US when entering Kenya
Power General Contractors Ltd.	Power General Contractors was established in 1997 and mainly deals in building construction. The company's major clients are government institutions and entities and currently has 9 employees.	Construction equipment	For business use	Backhoe; compactor and roller.
Sarkin Developers	Sarkin Developers was started in 2000 and deals in construction and rental. The company has 500 tenants living in its own apartments. The company has 10 full-time employees.	Construction equipment	For business use	Used mini construction equipment and trucks.
Wheelman Motors	Wheelman motors was started in 2002 and is involved in selling of spare parts of vehicles and garage based tools for automobiles. The company has over 20 employees.	Construction equipment	For business use	Generators and spare parts.
Mbagi Ltd.	Mbagi Ltd. has been in operation for 25-30 years. The company mainly deals in real estate, construction and advertising and has over 20 employees. The U.S Embassy is a major target client.	Construction equipment	For business use	Concrete mixers; vibrators; graders; excavators; wheel loaders; compressors.
Maki holdings Ltd.	Maki holdings Ltd. Is involved with construction, maintenance of new and old buildings, and rental of premises. The business has been in operation for 4 years and has 10-15 employees.	Construction equipment	For business use	Used caterpillars and compressors. Also tourism travel.

Jofam Company Ltd.	Jofam Company Ltd was started in 2007 and deals in property development and rentals. The company has over 100 employees with an annual turnover of Kshs. 18 million.	Construction equipment	For business use	Concrete mixers; vibrators; graders; excavators; wheel loaders; compressors.
Magic General Contractors Ltd.	Magic General Contractors Ltd. was started in 1978 and mainly deals in civil engineering and road works as well as residentials. Its main client is currently the Ministry of Public Works. The company has about 50 employees and annual turnover of between Kshs. 500 million-1 billion.	Construction equipment	For business use	Concrete mixers; vibrators; graders; excavators; wheel loaders; compressors.
Chakima General Supplies Ltd.	Chakima General Suppliers Ltd. was established in 2006, and mainly deals in metal and sanitary products. The company has 5 employees and an annual turnover of about Kshs. 30 million.	Construction equipment	For business use	Man trucks and research on construction sector and Real Estate.
Sec and M Company Ltd.	Sec and M Company was established in 2005 and is a property consultancy firm that deal in valuations in Real Estate, Machinery and Development studies. The company has 15 employees.	Construction equipment	For business use	Interested in Valuation of construction machinery and Real Estate property.
Thika Motors Ltd.	Thika Motors Ltd. was established 20 years ago and has over 50 employees. The company mainly deals with sale of motor vehicles.	Construction equipment	For business use	Concrete mixers; vibrators; graders; excavators; wheel loaders; compressors.
Rwaha Agencies Ltd.	Rwaha Agencies Ltd. was established over 6 years ago and has diversified into construction. The company deal in civil construction and excavation of dumping sites. The company has over 11 employees and an annual turnover of over Kshs. 20 million.	Construction equipment	For business use	Backwhole with braker, compressors and telepathing machine.

BARCLAYS BANK BUSINESS CLUB DELEGATION PROFILES - MEDICAL INDUSTRY August 9-18, 2010, Miami, Florida & New York, NY				
Company Name	Company Profile	Buying Interests (Business Objectives)	Channel of Distribution (e.g. Agent, Distributor, etc.)	Specific Products Looking for on the Trip

Woodlands Hospital Ltd.	WoodLands Hospital Ltd. has been in operation since 2003 and has 30 full-time employees. The company deals in healthcare services and has an annual turnover of Kshs. 25 million.	Medical	For business use	Laboratory equipment, patient monitoring machines and theatre equipment.
Shepherd Company Ltd.	Shepherd Company Ltd. has been in operation for 4 years with 6 full-time employees and an annual turnover of ksh 15 million. The company deals in importation and distribution of poultry products, lab chemicals, veterinary equipment and pharmaceuticals.	Medical	For business use	Hospitals machines, x-ray machines, accessories like stethoscopes, thermometers, canals, BP machines, Dental units.
Office Desires Ltd.	Office Desires has been operating for seven years with 7 full-time employees including directors. The company deals in supplies of office equipment and has an annual turnover of Kshs. 13 million.	Medical	For business use	New xray machines and general medical instruments.
Menelik Medical Center	Menelik Medical Centre started in 1997. The company has 11 full-time employees and an annual turn over of about ksh 30 million.	Medical equipment	For business use	Import medical equipment and visit the hospitals and medical facilities in the US.
Rewles Pharmacy	Rewles Pharmacy has been operating for 15 years and deals in supply of medicine to clinics, pharmacies and medical professionals in the coastal part of Kenya.	Medical products	For business use	Looking to identify products at the FIME show which may assist in growing sales.
Evans Sunrise Medical Center	Evans Sunrise Medical Center was established in 1998. With 86 full-time employees the medical center deal in sale of medicine and pharmaceutical products.	Medical products	For business use	pharmaceutical products from the FIME show and research on medical products.
Free Napkin Ltd.	Free Napkin Ltd. was established in 2008. The company deals in supplies of sanitary pads and gloves. The company has 6 employees with an annual turnover of Kshs. 8 million.	Medical products & refurbished computer systems	For reselling	Supplies of Gloves and Sanitary disposals and bins. Also interested in sourcing for suppliers of refurbished computers.

Gitonga and Company Advocates	Gitonga and Company Advocates was established in 1992. The company owns a hotel in the Rift Valley region and generates an income which is invested in the hotel. The company and hotel have an annual turnover of Kshs. 10 million.	Business tourist	For personal use	Interested in seeing and learning as much as possible from the Miami delegation trip, does not have a clear specific interest in purchase of equipment or products but would be interested in pursuing any business interests.
N/A	Mr. Rotich is a farmer growing tea on a 20-acre piece of land. He was previously employed by the Kipsigis County Council until retirement in 1991 as an Roads Inspector.	Business tourist	For personal use	Mostly for tourism but would be interested in purchasing a tea pruning machine or light farm harrowing machine.
Steve Tours and Safaris	Steve Tours and Safaris has been in operation for 8 years and employs 9 full-time employees. With an annual turnover of Kshs. 30 million, the company is a tours and destination management firm in Kenya's vibrant tourism sector.	Business tourist	Agent	New x-ray machines but mostly interested in tourism as he pursues business with U.S travel agents.
Wangu Gift Shop	Wangu Gift Shop has been in operation for 16 years and is involved in import of watches. The company purchases watches and watch parts, batteries and plastic model watches from Dubai and Hong Kong. The business has full-time 4 employees.	Textile Industry	Distributor	Interested in purchasing women's apparel from the U.S, as a new line of business she has been considering.
The Daybreak Ltd.	The Daybreak Ltd is a corporate events organizer that specializes in setting up concerts, road shows and promotional events to major consumer service companies in the country such as Zain and Telcom/Orange, Yu and Ministry of Tourism. The company owns a 40 ft truck and 7 full time employees.	Marketing equipment	For personal use	Would like to peruse equipment used by US companies that are doing similar business such as his with intentions of purchasing audio-visual equipment to expand his business.
Tropical Crops and Star Ventures	Tropical Crops and Star Ventures has been in operation for 10 years. The company deals in packaging and selling of tea and has 2 established brands - Merukap & Chai Yetu. With a staff compliment of 20 permanent and 10 contractual employees, the company has an annual turnover of Kshs. 100 million.	Packaging solutions	For personal use	Tea packaging machine

Highlands Restaurant	Highlands Restaurant was established in 2004 and has 3 sub-restaurants with seating capacity for 600, 220 and 200 respectively. The organization has 400 full-time employees.	Hotel equipment & Desalination equipment	For business use	Restaurant equipment
Salama Beach Hotel	Salama Beach Hotel was established in 1995 and currently employs 160 employees in this hotel business that is on an expansion plan into the Kenyan coastal market.	Hotel equipment & Desalination equipment	For business use	Hotel equipment and desalination equipment
N/A	Mr. Mwangi owns a 37 acre farm on which he cultivates wheat, corn, tea and rears cattle. The farm sells its tea produce to a local factory and has employed 7 full-time tea pickers/workers and some casual workers for planting and pruning. He has considered drip irrigation.	Business tourist	For business use	Expresses interest in seeing what agricultural equipment and techniques are available and used in the U.S, also a business tourist and unlikely to purchase any equipment for business use.
Kinyanjui & Associates	Kinyanjui & Associates was a one-man establishment and later grew to become a consultancy firm in accounting practises in year 2000. The company has 10 employees with 4 employees on contract hire.	Business tourism	For business use	Tourism and attending both events in search of business opportunities
Chapis General Investments	Chapis General Investments has built and rents approximately 175 apartment units in Nairobi and manages a further 1000 similar units that co-owned by family. The company employs 4 full time employees and upto 100 casual workers e.g. painters and electricians. Its annual turnover is Kshs. 12 million.	Business tourism	For business use	Interested in purchasing cosmetics such as hair care products to resell to wholesale distributors in the beauty industry in Kenya.
Beauty Instinct Ltd.	Beauty Instinct Ltd. has been in operation since 1996. The company basically deal in hair and beauty products but is also involved in wedding planning. The company has an annual turnover of Kshs. 3 million.	Business tourism	For business use	They would like to explore the cosmetics sector of the U.S and get suppliers of cosmetic products.